

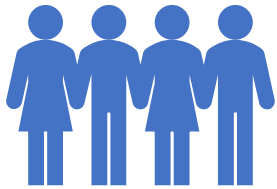
# FSVA UPDATE & FY23 BUDGET REQUEST

FOR SUN VALLEY AIR  
SERVICE BOARD

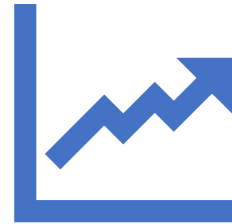
December 14, 2022



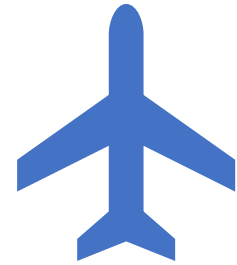
# GOOD AIR SERVICE is IMPORTANT



LOCALS



BUSINESS



TOURISM

# FSVA SUN AIR PROGRAM SUCCESSES

## NEW FLIGHTS – NEW AIRCRAFT

6 NONSTOP ROUTES

New United flights  
DEN, SFO, ORD, LAX

Regional jets  
*Alaska jet service as of 10/22*



## EXPANDED FLIGHTS – YEAR-ROUND & SEASONAL

DEN & SEA: now  
year round

SLC: 2-3x daily  
year round

LAX, SFO: now  
winter/summer/fall

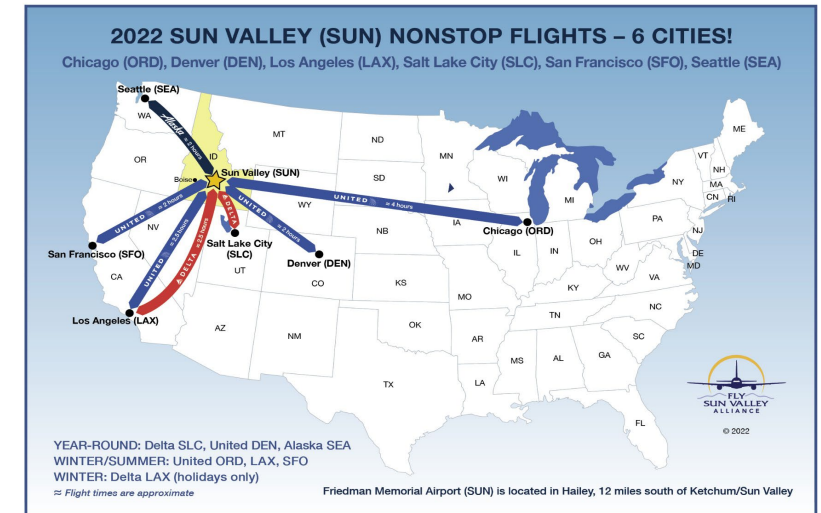
ORD: now winter &  
summer



## MORE SEATS – IMPROVED FLIGHT RELIABILITY

More seats and passengers

Much improved winter flight reliability





# 2023-25 CHALLENGES & STRATEGIC GOALS

## CURRENT CHALLENGES

- **Airline industry: high fuel costs, labor shortage**
  - ❖ More competition for routes, maintaining air service is challenging
- **Recession on horizon? How will demand be affected?**

## FSVA STRATEGIC GOALS

- **Maintain core nonstop flight routes**
- **Increase flight frequency, esp in winter-fall-spring**
  - Improve year-round convenience for local residents & visitors
- **Increase awareness** of SUN air service options to local residents
- **Ensure sustainable funding**



# 2022-23 SUN AIR SERVICE SUMMARY

## YEAR-ROUND SERVICE

- SLC 2-3x daily
- DEN 1-2x daily
- Increase SEA frequency in spring and fall



## WINTER

- Increase ORD frequency to daily winter (2x week in Jan)
- Maintain SLC, SFO, LAX, DEN daily

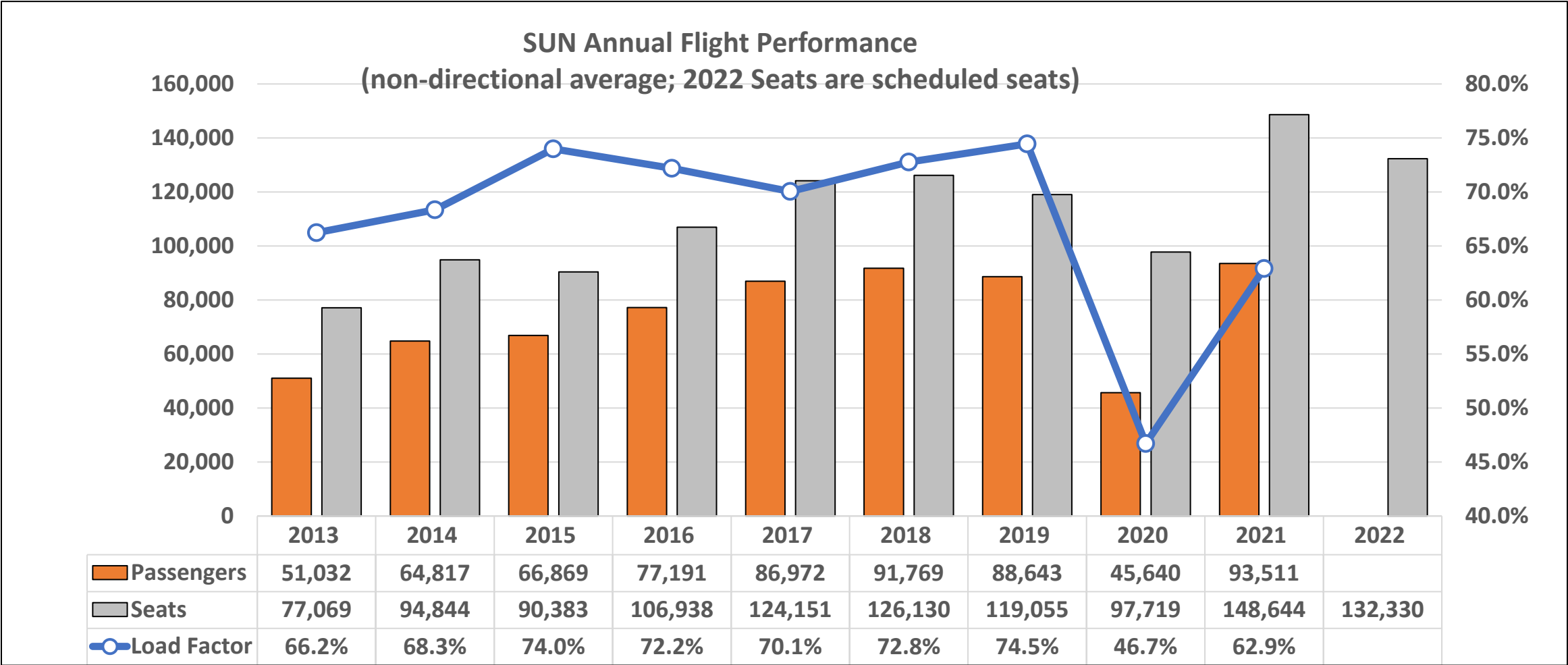


## SUMMER/FALL

- Maintain summer daily flights on all nonstop routes
- Increase ORD frequency in summer
- Increase LAX, SFO, SEA frequency in fall



# SUN ANNUAL FLIGHT PERFORMANCE

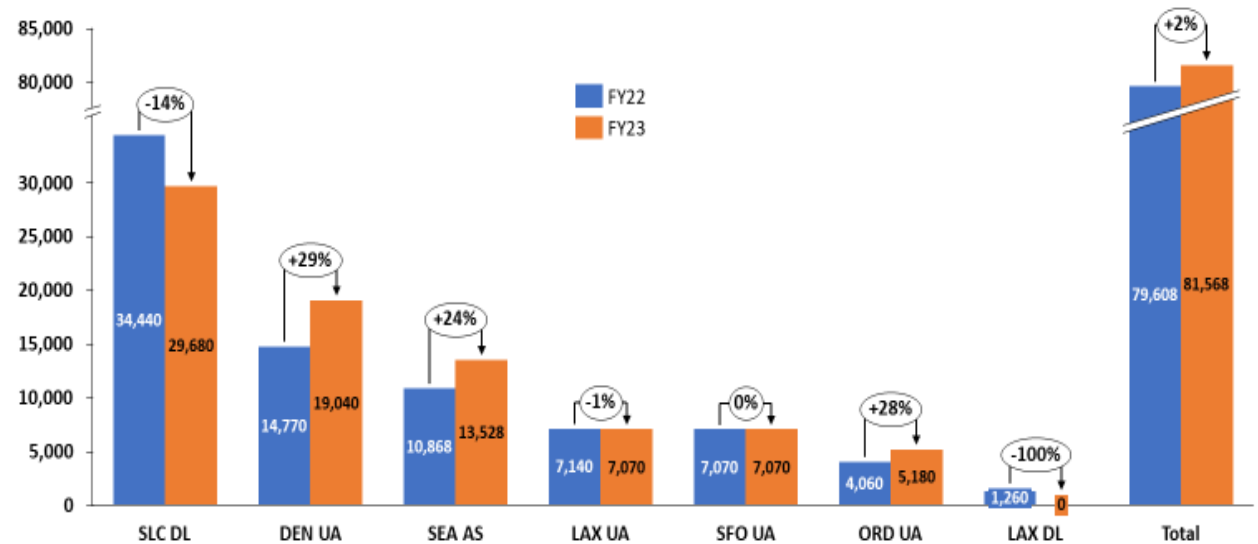


# SUN WINTER 2022/23 – # SEATS BY ROUTE

## Key flight frequency changes:

- **DEN:** 1-2 flights/ day  
(2 flights/day during holidays, Feb 10-Mar 25)
- **SEA:** 1-2 flights/day  
(2 flights/day, 5x/week, Xmas & Feb 16-March 15)
- **ORD:** 1 flight/day  
(exception: 2x flights/week Jan 7-Feb 5)
- **SLC:** 2 flights/day  
(Reduced from 3x day due to system-wide regional jet pilot shortages)

### SUN Winter Capacity Changes (October-April)



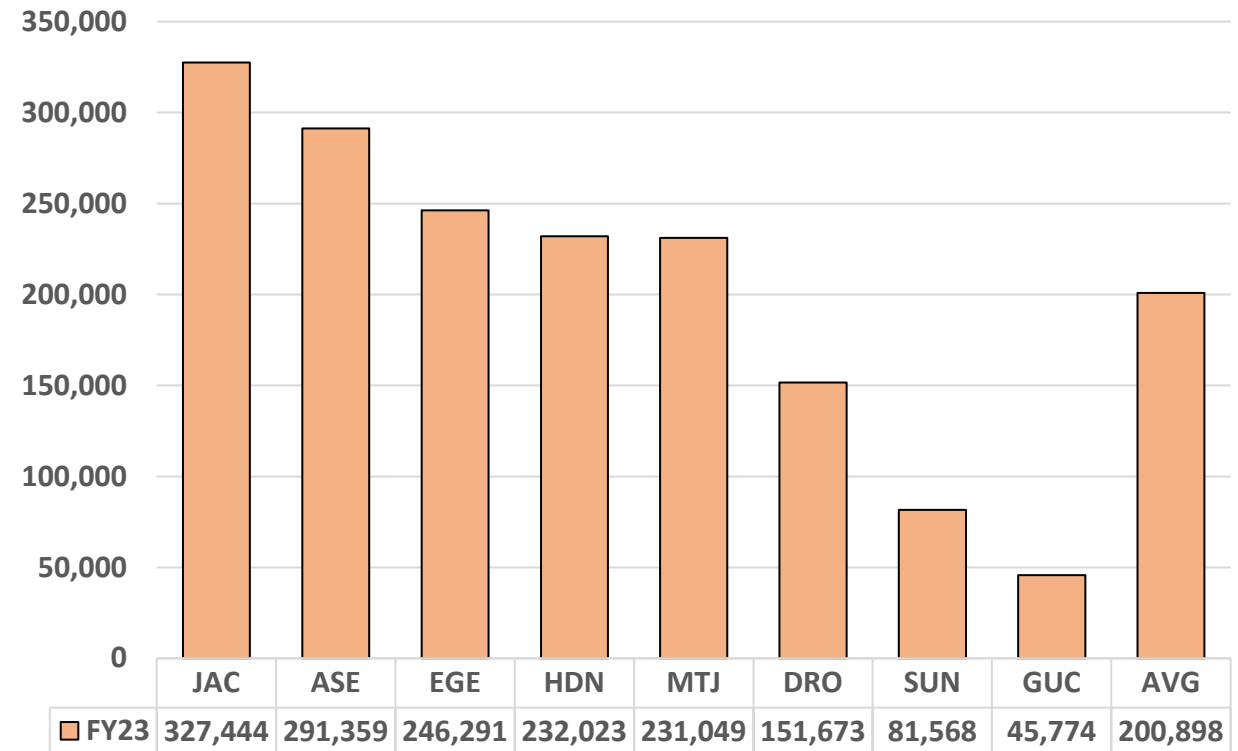
# THE COMPETITION – OTHER RESORT AIR SERVICE

- **We have made great progress, but stiff competition remains**

*(changes in capacity from last winter season)*

- JAC: Jackson Hole 2%
- ASE: Aspen 5%
- EGE: Vail 9%
- HDN: Steamboat Springs -3%
- MTJ: Montrose/Telluride 1%
- DRO: Durango/Purgatory 5%
- SUN: Sun Valley 2%
- GUC: Gunnison/Crested Butte -13%

Mountain Resort Comparisons  
(October-April as of October 30, 2022)

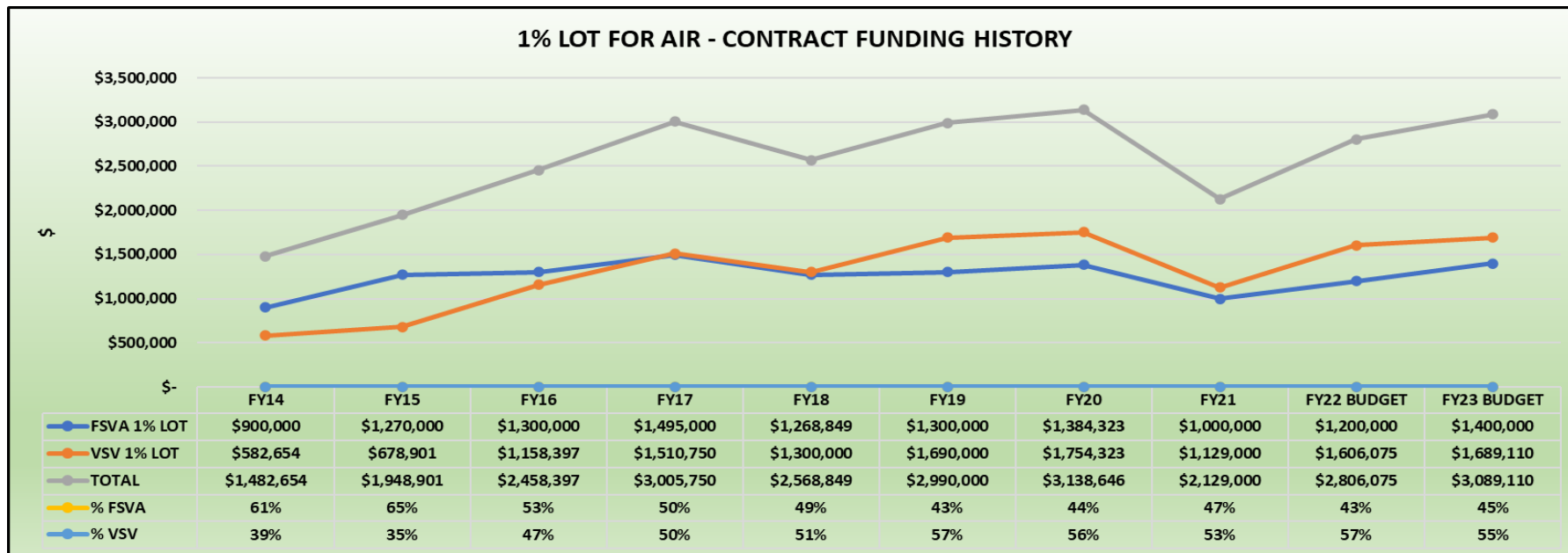




# FY23 PROPOSED FUNDING REQUEST

## SVASB FY23 BUDGET – CONTRACTS for SERVICE

- **Total for Contracts for Service:** **\$3,089,110**
  - FSVA Contract **\$1,400,000**
  - VSV Contract (to include \$30K for Discover WRV Chamber) **\$1,689,110**



# FY 23 BUDGET REQUEST - FSVA

## FSVA 1% LOT ASB CONTRACT BUDGET FY23

FSVA CONTRACT INCOME	FY23 1% LOT Budget	
1% LOT Revenues/SVASB Contract for Services	\$	1,400,000
Interest	\$	2,000
<b>TOTAL INCOME</b>	<b>\$</b>	<b>1,402,000</b>

## FSVA AIR SERVICE DEVELOPMENT EXPENSE

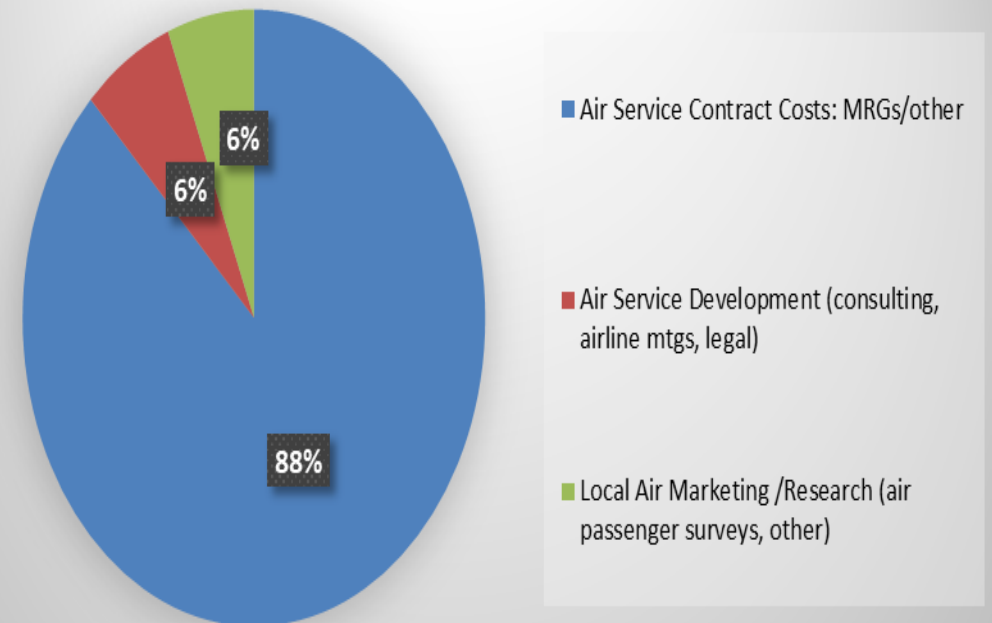
Air Service Contract Costs: MRGs/other	\$	1,227,000
Air Service Development (consulting, airline mtgs, legal)	\$	90,000
Local Air Marketing /Research (air passenger surveys, other)	\$	85,000
<b>TOTAL EXPENSE</b>	<b>\$</b>	<b>1,402,000</b>

## RESERVE SUMMARY

FY21 FSVA 1% LOT Reserves	\$	2,321,981
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Note: a portion of reserves are restricted due to LOC

## FY23 FSVA AIR SERVICE DEVELOPMENT EXPENSE



# AIR SERVICE IS AN IMPORTANT INVESTMENT FOR OUR COMMUNITY – OUR QUALITY OF LIFE – OUR ECONOMY

## FLY SUN VALLEY ALLIANCE STRATEGIC AIR SERVICE PARTNERS

SUN VALLEY  
AIR SERVICE BOARD



VISIT **SUN VALLEY**

**THE CHAMBER**  
HAILEY & THE WOOD RIVER VALLEY



Plus.....

**The Wood River Valley Community  
Over 100 Local Businesses**

# THANK YOU - QUESTIONS?

